

How to Do Business with The Department of the Navy

*Presented to
2006 Veterans and Service-Disabled Veterans
Small Business Conference*

by

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Office of Secretary of the Navy
Small Business Programs*

December 5, 2006

Department of the Navy Small Business Policy

DON FY 2007 OBJECTIVES

Provide a Total Workforce to support the National Defense Strategy

Use the Navy-Marine Corps Team to aggressively prosecute the Global War on Terrorism

Build the Navy-Marine Corps Force For tomorrow

Emphasize Safety. Manage risk to improve mission effectiveness and Safeguard people and resources

Reinforce ethics as an exemplary Foundation of conduct within the Department of the Navy

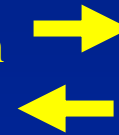
DON Small Business FY 2007 OBJECTIVES

Issue policy and guidance to support small business opportunities within the Navy

Serves as the small business advocate within the acquisition community in order to meet Navy's mission

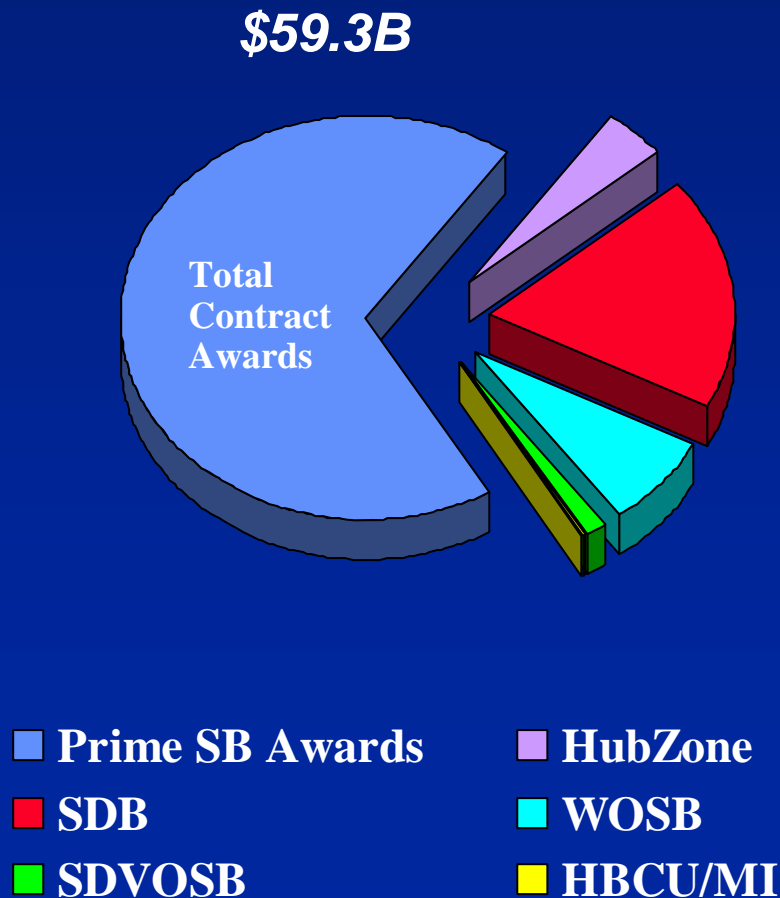
Identify and develop small business concerns that can support the Navy-Marine force of tomorrow

Provide small business concerns maximum, practicable opportunity to participate as prime contractors and subcontractors in the Department of Navy contract awards



DON Small Business Program Office

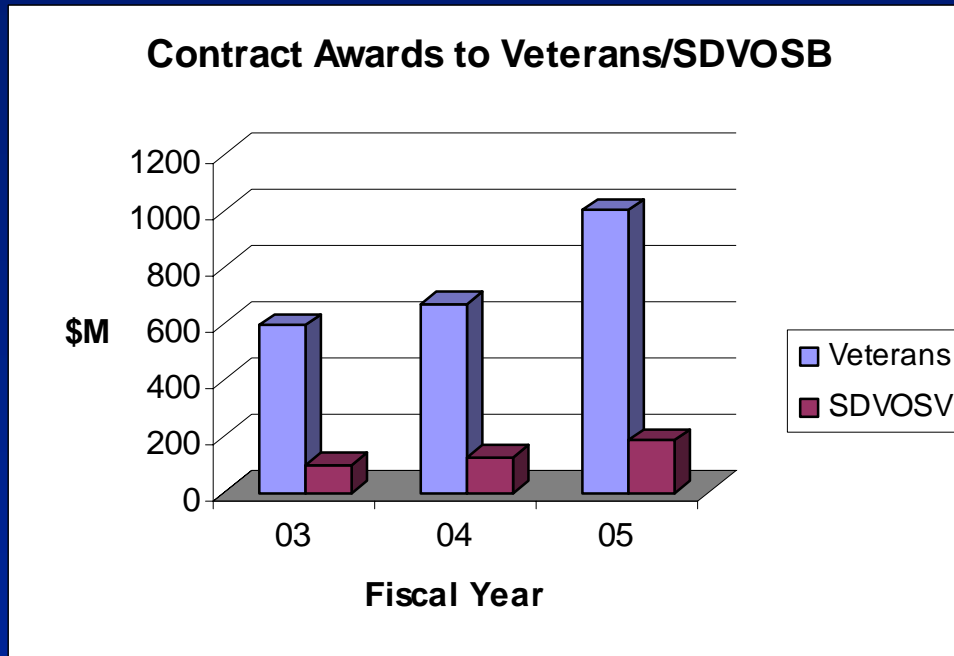
FY-2005



- **\$10.7B** in Prime Small Business Awards

- \$664M HUBZone
- \$2.9B SDB
- \$1.2B WOSB
- \$184M SDVOSB
- \$62M HBCU/MI

Navy Contract Awards to Veterans/SDVOSB



Top NAICS Awards

541330 Engineering Services

541611 Administrative Management and General Management Consulting Services

611699 All Other Miscellaneous Schools and Instructions

336413 Other Aircraft Parts and Auxiliary Equipment Manufacturing

541710 Research and Development in Physical, Engineering and Life Sciences

US NAVY SMALL BUSINESS AWARDS

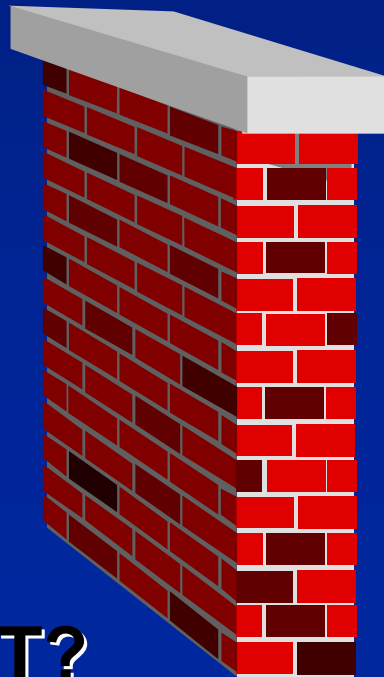


TOP NAVY Contract Awards to Large and Small Business by NAICS

- Top Navy Contract Awards to Large and Small Business share seven of the top ten
 - Engineering Services
 - Ship Building and Repair
 - R&D Physical, Engineering, Life Sciences
 - Construction and Institutional Construction
 - Industrial Building Construction
 - Facilities Support Service
 - Other Aircraft Parts and Auxiliary Equipment Manufacturing

Department of the Navy

DECENTRALIZED ACQUISITION STRUCTURE



WHO BUYS WHAT?

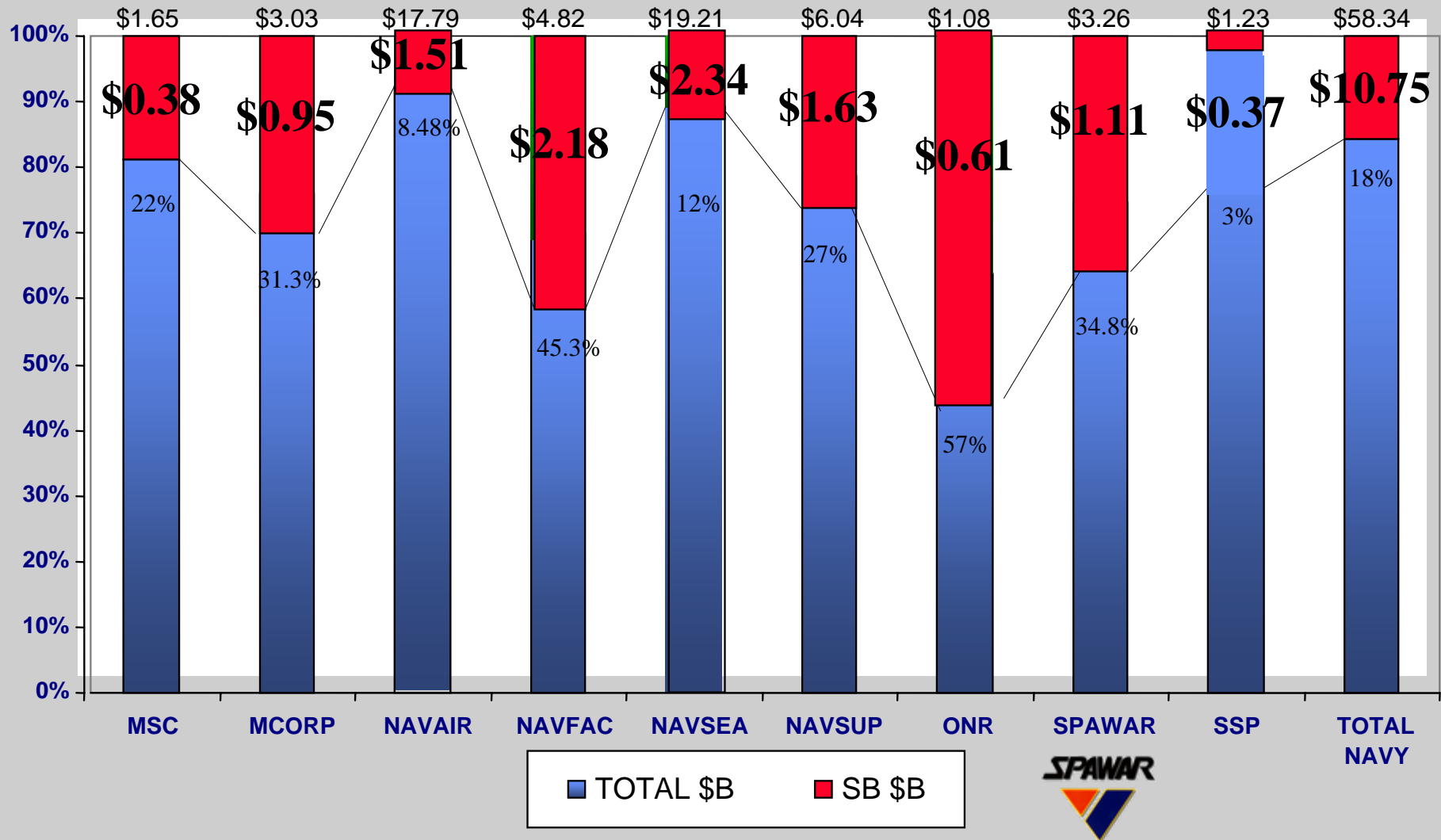
Major Buying Commands/Activities

➤ NAVY & MARINE CORPS HCAs

- ☐ Marine Corps Systems Command
- ☐ Marine Corps, Headquarters
- ☐ Military Sealift Command
- ☐ Naval Air Systems Command
- ☐ Naval Facilities Engineering Command
- ☐ Naval Inventory Control Parts
- ☐ Naval Sea Systems Command
- ☐ Naval Supply Systems Command
- ☐ Office of Naval Research
- ☐ Space & Naval Warfare Systems Command
- ☐ Strategic Systems Program

NAVY SYSCOM COMPARISON FY 05

SB% and \$\$ of Total Contract Obligations



Navy Seaport e

- Navy's primary contracting tool
- Five year base + (2) five year award terms
- Seven geographical zones
 - Northeast
 - National Capital
 - Mid-Atlantic
 - Gulf
 - Midwest
 - Southwest
 - Northwest
- SB Goals
 - 33% Prime SB goals
 - 20% Subcontracting goals

Navy Seaport e

- Solicitation N00178-R-4000
 - Draft issued 30 Nov 06
 - Final RFP Jan 07
 - Rolling admissions - April 07
- Types of services
 - Special Studies
 - Architecture Engineering Services
 - Information Technology Services
 - Professional, Administrative and Management Support Services
 - Education and Training
- Set-a-sides

How To Market Your Business

- Identify Your Customer
- Determine Customer Needs
- Determine Buying Policies And Practices
- Make Capabilities Known
- Follow Up



Know the Rules

Familiarize Yourself with Federal, DoD, and Navy Contracting Procedures

- **Federal Acquisition Regulation (FAR)**

- www.arnet.gov/far

- **Defense Federal Acquisition Regulation Supplement (DFARS)**

- www.acq.osd.mil/dp/dars

- **Navy Marine Corps Acquisition Regulation Supplement (NMCARS)**

- <http://acquisition.navy.mil/navyaos/content/view/full/3464>

CCR Registration Menu

<http://www.ccr.gov>

Central Contractor Registration (CCR) - Microsoft Internet Explorer

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CCR

Central Contractor Registration

SE. www.ccr.gov

Vendor Corner Government Arena Small Business CCR Handbook Access CCR Data Help

- Start New Registration
- Finish Saved Registration Using Confirmation #
- Update or Renew Registrations Using TPIN
- Search CCR
 - Find my DUNS
 - Find my CAGE
- Federal Agency Registration
- Dynamic Small Business Search

NOTICE:

ANNOUNCEMENT FROM THE FEDERAL GOVERNMENT RE BUSINESS SIZE STATUS AND CCR TRADING PARTNER PROFILE

On April 18, 2005, the U.S. Small Business Administration will begin using its Small Business Logic to determine the small business status of companies registered in the CCR. [A notice has gone out](#) to every company registered informing them of the change. This is expected to improve accuracy and reduce previously required data input. Companies will no longer be required to populate the SBA Certified Small Disadvantaged Business, SBA Certified 8(a), and SBA Certified HUB Zone business type fields.

Important Information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes

CCR Daily

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

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Security Notice

CCR Policy and Background

Government Industry Data Mart

GIDM

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Small Business Administration Web Site

<http://www.sba.gov>

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United States Small Business Administration

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Resources

Hot Items
SBA Programs

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News & Events
FAQs
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Forms

Helping Small Businesses Succeed



THE PRESIDENT'S EXPO REMARKS *Postcards from Expo*

SBA Announces Public Hearings on Small Business Size Standards
June 2 to June 29, 2005

Select a Custom View

☒ Starting Your Business
☒ Financing Your Business
☒ Managing Your Business
☒ Business Opportunities
☒ Disaster Recovery

Top News

- New SBA Unit will Help Service-Disabled Vets Compete for Federal Contracts [En Español](#)
- SBA to Implement Women-Owned Small Business Contracting Program [En Español](#)
- New, Online Classes for Small Business Owners Offered by SBA [En Español](#)
- Homeowners, Renters and Businesses Are Urged To Prepare Before Hurricane Season Hits [En Español](#)
- SBA Announces Schedule, Locations for Public


Your Local SBA Office

OFFICES IN EVERY STATE

please select OR... Find by zip code

SBA Partners

Veterans Business Outreach Program



Business.GOV
THE OFFICIAL BUSINESS LINK TO THE U.S. GOVERNMENT

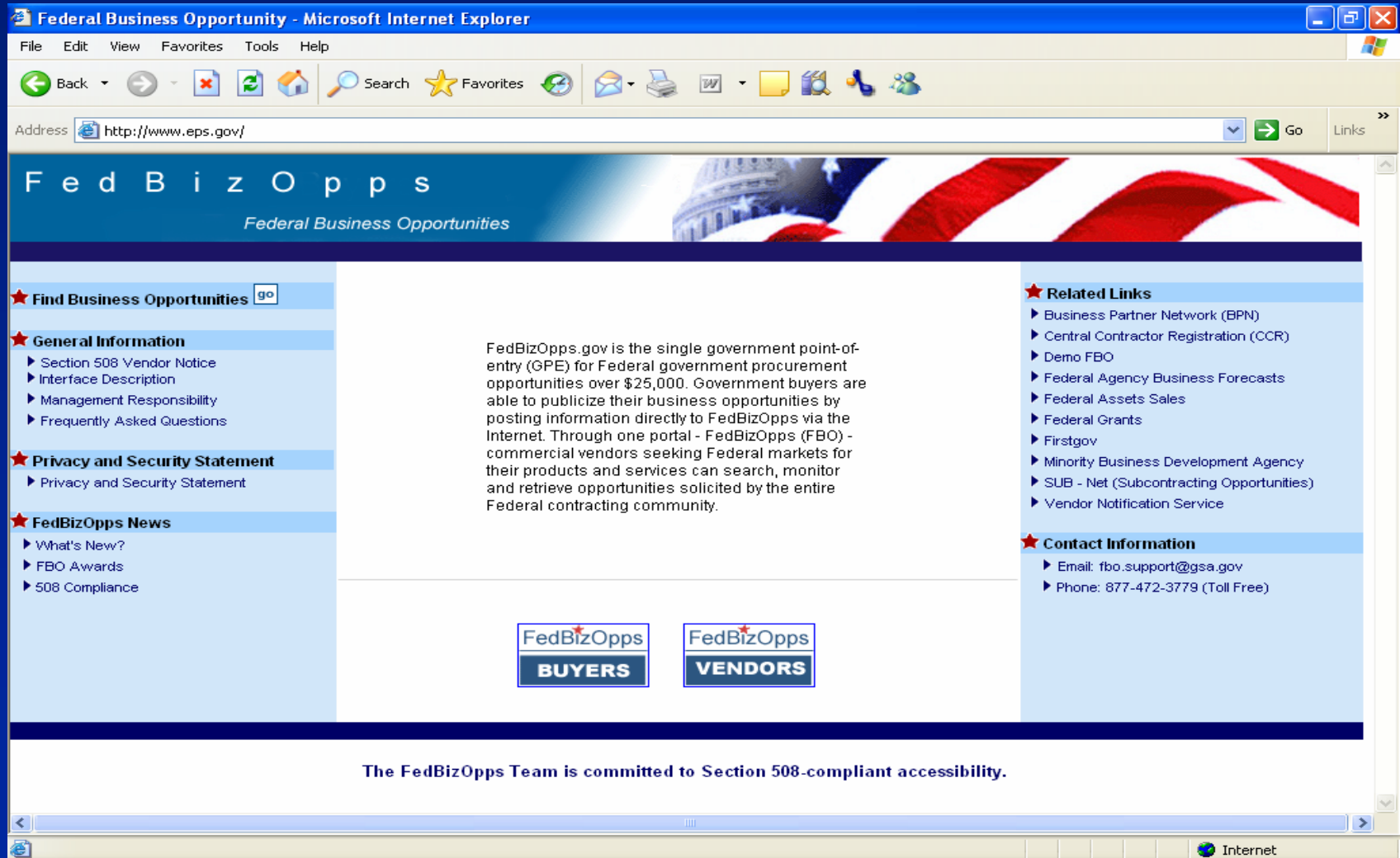
StrengtheningSocialSecurity.gov

SBA Solutions e-newsletter
Keeps you ahead of the curve
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Federal Business Opportunities

www.fedbizopps.gov



Navy Electronic Commerce Online

<https://www.neco.navy.mil>


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NECO








Navy Electronic Commerce Online

This is an official US Navy web site. Please read our [Privacy Policy](#) and [External Links](#) Disclaimer. This site is your link to the world of Navy Electronic Business Opportunities. NECO is the centerpiece of the Navy's paperless process strategy (GILS Number: 001482).

Vendors should register with the [CCR](#) System, and complete their online reps and certs via the [ORCA](#) website, prior to submitting a bid on this site.
Contact Info: 800-503-6326 (8am-5pm ET) or [NECO Support](#)
[See Latest Updates](#)

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Procurement Technical Assistance

<http://www.dla.mil/db/procurem.htm>

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DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). **PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.**

[CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS](#)
Click on your State for the location of the nearest PTAC

ALABAMA	ALASKA	ARIZONA	ARKANSAS	CALIFORNIA
COLORADO	CONNECTICUT	DELAWARE	DISTRICT OF COLUMBIA	FLORIDA
GEORGIA	HAWAII	IDAHO	ILLINOIS	INDIANA
IOWA	KANSAS	KENTUCKY	LOUISIANA	MAINE
MARYLAND	MASSACHUSETTS	MICHIGAN	MINNESOTA	MISSISSIPPI

Internet

OSD/OSBP Web Site



<http://www.acq.osd.mil/osbp>

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Department of Defense, Office of
**Small and Disadvantaged
Business Utilization**

DOD SADB HOME

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WITH DOD**

**OVERVIEW OF
PROGRAMS**

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**SADB EXTRANET
(.MIL ACCESS ONLY)**

Welcome

Our Mission	
Quick Links:	Advise the Secretary of Defense on all matters related to small business.
Hot Topics	Represent the Secretary of Defense on major small business matters addressed at the OSD level.
Programs	Develop DoD-wide small business policy and provide oversight to ensure compliance by all military departments and defense agencies.
News	
Resources	Provide Military Departments, Defense Agencies, and Procurement Technical Assistance Centers (PTACs) with training and tools to foster an environment that encourages small business participation in defense acquisition.

Hot Topics:

	Guide to DoD Contracting Opportunities A step-by-step approach to the DoD marketplace. ... more.
	Department of Defense Service-Disabled Veteran-Owned Small Business Strategic Plan

Internet

Navy OSBP Web Site

<https://www.hq.navy.mil/osbp>



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